

Message Text

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14-L-11

ACTION NEA-10

INFO OCT-01 ISO-00 TRSE-00 SS-15 L-03 H-02 INR-07 PM-03

PRS-01 SP-02 NSC-05 CIAE-00 DODE-00 OMB-01 ACDA-05

SAM-01 EB-07 /063 W

----- 043742

R 140915Z JUN 75

FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3031

INFO AMEMBASSY BEIRUT

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY TRIPOLI

C O N F I D E N T I A L ABU DHABI 1260

E.O. 11652: GDS

TAGS: EAIR, EINV, BEXP, TC

SUBJ: INVESTMENT BY UAE IN MCDONNELL DOUGLAS

REF: KUWAIT 2467

1. GEORGE POHLE, DOUGLAS REGIONAL SALES MANAGER, CALLED ON ECON OFFICER JUNE 12. HE COVERED SAME GROUND REPORTED IN REFTEL.

2. POHLE SUGGESTED JAMES T. MCMILLIAN, PRESIDENT, MCDONNELL DOUGLAS FINANCE CORPORATION (MDFC) MIGHT VISIT KUWAIT AND UAE EARLY JULY. WE ADVISED HIM AGAINST THIS TIME, ARGUING

THAT MANY GOVERNMENT OFFICIALS INCLUDING ABU DHABI MONEY MANAGERS WILL MORE THAN LIKELY BE OUT OF TOWN. MOREOVER, GIVEN ABSENCE OF ANY SURPLUS FUNDS AND PROSPECTS ABU DHABI BUDGET DEFICITS FOR 1975 AND 1976, WE SUGGESTED MCDONNELL DOUGLAS TAKE ANOTHER HARD LOOK AT WHETHER UAE CO-FINANCING AIRCRAFT SALES OR TAKING EQUITY POSITION IN MDFC WAS LIKELY PROSPECT. RATHER THAN BRING MCMILLAN
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TO UAE AND RECEIVE NOTHING MORE THAN POLITE TREATMENT

DOUGLAS SHOULD SEND ADVANCE MAN TO CONTACT JOHN BUTTER
AT DEPARTMENT OF FINANCE AND HASSAN ABBAS ZAKI OF ABU
DHABI FUND (WHO HAS VOICE ON SHAIKH ZAYID'S PERSONAL
INVESTMENTS). DEPENDING ON RECEPTION, MCMILLAN COULD
VISIT UAE IN MID-OCTOBER AFTER RAMADAN.
STERNER

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NNN

Message Attributes

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